Sustainability is SustainabITALY

discover it at Dubai International Boat Show

1st- 5th March 2023 | Dubai Harbour, Dubai

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Sustainability is **SustainabITALY**

The Italian Maritime sector generates a yearly turnover of 6.1 billion Euros – a true representation of the excellence of "Made in Italy" production. Italian boats are characterized by their aesthetic refinement, from their elegant design to the attention to detail in the finishes, to the interior design, not to mention the in-depth technological research made for each construction, the materials used, the paints and the seafaring solutions.

The development of quality materials and products, the application of methodologies and techniques aimed at applying a sustainable design, calibrated over the entire life cycle of the product, as well as it's innovation and production process, in addition to its sustainability are all elements of the strategies pursued today by the maritime supply chain sector. The new environmental requirements of the research and innovation process are as follows: the reduction of consumption and emissions, a view to transition towards future decarbonization, the study of new materials and finally the application of innovative "nautical 4.0" approaches.

Recognizing the issue of sustainability as an absolute priority, The Italian Marine Industry Association (Confindustria Nautica) has assigned a Sustainability Committee, where representatives of all maritime product categories attend these meetings and discuss topics such as decarbonization, innovative materials, digitalization and the end-of-life are discussed by experts in the field.

It is essential for companies in the maritime sector to allow them to benefit from advantages designed for internal research and development to encourage investments in innovation and sustainability and to direct entrepreneurial management systems according to the ESG (Environmental, Social and Governance) criteria.

The goal is to adopt increasingly sustainable strategies and to alter business models, exploit new opportunities and better respond to the challenges of the future. In addition to following the ESG certification required by the companies, which will be essential for new investments in the future.

Moreover, on the international front, the Association is committed resolving sustainability issues through its contribution to the European Industry Federation (EBI) and the Global Federation (ICOMIA). Lobbying actions on these issues are crucial to guarantee companies in our sector an adequate transition towards the new environmental requirements. This will allow decision-makers understand the specifics of our sector (which is a small industrial niche, but with high complexity), as well as it's necessary to find the best answers to an ecological transition which will undoubtedly be more complex for the marine economy compared to other sectors, primarily the automotive sector.

Source: Confindustria Nautica

Italian Trade Agency - ITA

ITALIAN TRADE AGENCY

ITA - Italian Trade Agency is the Governmental agency that supports the business development of our companies abroad and promotes the attraction of foreign investment in Italy. With a motivated and modern organization and a widespread network of overseas offices. ITA provides information. assistance. consulting. promotion and training to Italian small and medium-sized businesses. Using the most modern multi-channel promotion and communication tools, it acts to assert the excellence of Made in Italy in the world.

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FIND YOUR ITALIAN PARTNER

ITA - Italian Trade Agency supports the business development of Italian companies abroad, increases business opportunities, improves the image of 'Made in Italy'. promotes industrial collaboration and foreign investment in Italy. Find your Italian partner is a business directory with virtual showcases of Made in Italy companies. We offer you an overview of Italian businesses, including company profiles, products images and details, website, business proposals and contact information. Foreign companies or agent interested in Italian products or looking for partnership with Italian companies, can access the database with the profiles. searchable by sector or product, and find a business partner.

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CONFINDUSTRIA NAUTICA – ITALIAN MARINE INDUSTRY ASSOCIATION

Confindustria Nautica (Italian Marine Industry Association) is a non-profit organisation founded in 1967 to promote maritime culture and tourism as well as develop the boating industry, a sector in which Italy plays an international role as a global leader that has consistently demonstrated its ability to grasp the state of the market and respond to its changing needs.

With its headquarters in Genoa and Rome, Confindustria Nautica is a member of Confindustria (the Federation of Italian Industry). It offers assistance, support, information and representation to its members operating across the various sectors of production, sales and services, while also providing consulting services of a technical and regulatory nature.

The Association interacts on a national level with political, social and governmental institutions, maintaining active relations with the Italian ministries for infrastructure, transport, economic development, the environment, economics and finance. At an international level, it plays an active role in ICOMIA (International Council of Marine Industry Associations) and EBI (European Boating Industry) by lobbying the EU institutions, international authorities and major global organisations.

As part of its institutional work in representing the Italian boating industry, the Association gathers and processes data on the sector's performance and trends in relation to both the domestic and international markets. It also encourages technical and economic development through market reports, research studies, debates and conferences.

The Association's international communications are supported by an intense marketing campaign that aims to promote Italian products worldwide, focusing on the stylish elegance, advanced technology and cutting-edge innovation that lie at the heart of the Italian boating industry.

Confindustria Nautica also organises the Genoa International Boat Show, the largest event of its kind in the Mediterranean, and the Satec Convention, a meeting point for member companies, stakeholders and operators in the sector.



Floor Plan

Italian Pavilion ESS21 | Harbour Dubai, Dubai



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ALTAMAREA - COSTRUZIONI NAUTICHE



Altamarea - Nautical Construction is a site that produces and markets a wide range of inflatables for leisure, work and competitions.

Born in 2003, it has thirty years experience and has covered all the main steps of a growth that has determined the steady and progressive success over the years.

However, in spite of this growth and success, Altamarea continues to produce its boats with the same care and the same attention of the beginning.

This corporate culture and this production philosophy are the best guarantee to always offer very high quality inflatables and safety.



AMPER-AUTO



Our Products List. The complete set of solutions for ambient and underwater lighting, each device is a concentrate of robustness and carries on the most advanced technologies available on the market with an eye to the sustainability.

Discover them one by one and learn how they will improve your everyday life taking care of your comfort. Powerful wireless underwater lights for non metallic hulls. No holes, no batteries, no galvanic currents, totally safe for your yacht.



API SPA



API is one of the most important producers of resin flooring in the industry and since 2011 is part of RPM Int Inc family, which is known internationally for its reliability and competence.

Over the years, the company has developed close relationships with leading domestic and international brands, promoting the 'Resin' and 'Made in Italy' culture worldwide.

API has always focused on the quality of its materials and their special patterns, the research and development activities gave birth to original flooring solutions with a high aesthetic and decorative value with the lowest environmental impact.



ASCOM SPA



ASCOM group is one of the leading manufacturers of special cranes for launch, transport and retrieval of boats. The company dates to 1972, and, as of today, is able to serve an array of industries with the following product portfolio:

- Self-propelled Boat-Hoists
- Marine Jib Cranes
- Marine forklifts
- Boat Transporters

- Overhead Cranes
- Gantry cranes
- Self-propelled trolleys
- Custom solutions

At Ascom, we want to drive innovation and achieve our main goal: customer satisfaction, thanks to highly technological, yet sustainable solutions.

Our company is recognized worldwide for the quality of our products, in terms of performance, reliability & technology, our unique know-how, experience and flexibility. Furthermore, as the world calls for a climate action, here Ascom supports the reduction of CO2 emissions, by means of environmentally friendly drives.

Low or zero emission, zero noise and zero leaks while maintaining the performance is a huge advantage, thus, all our cranes are available:

AS HYBRID VERSION | AS FULL ELECTRIC VERSION



BOAT LIFT



BOAT LIFT is specialised in the design and manufacture of handling and lifting systems for boats and heavy loads, providing custom solutions and suitable for any condition.

Travel lifts, self-propelled trailers and amphibious machines are the result of multiple competencies conveying in a single company, set to become a benchmark in handling and lifting field, both for nautical and industrial players.

Unique technical know-how, paired with decennial experience and with a mission of continuous research & development make it possible to work on multiple tailored projects ensuring quality and efficiency in every process.

A reliable, quick and responsive after sales service is the key to build long-term relationship with customers, assuring functionality and maintenance of the machines at every stage.



C.E.M. ELETTROMECCANICA S.R.L.



Manufacturer of pumps and water pressure systems made in AC and DC, pumps with pulley, with manual and magnetic clutch or with hydraulic motor, hand pumps, diesel motor pumps, and 12-24V DC motors.

Manufacturer of Centrifugal blowers and Axial fans for engine room and closed environments.



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MF CATENIFICIO FRIGERIO



MF Catenificio Frigerio has been carrying on an industrial and family vocation for almost 70 years, which began with the construction of machines for processing iron wire and continued until it reached a position of prominence and recognized experience at a national and international level. Entrepreneurial continuity has made it possible to guide the company towards a well-defined identity, based on a business method oriented towards quality and innovation. Today MF specializes in the design and production of chains for the most diverse industrial uses, acquiring extensive experience in the behavior of raw materials in the various stages of transformation and production.

Nautical field is one of the most important market for accessories and chains produced by MF Catenificio Frigerio and in this field MF Catenificio Frigerio manufactures a wide and varied range of products. With reference to the chains range , there are different type of chain: Genovese, Din 5685/A, Calibbarted Chain Din 766 – ISO 4565, Din 764, Din 763, Din5685/C, Din762.. The accessories include wire rope cups , turnbuckles (with 2 eyes, with 2 hooks, with eye/hook), dee-bow shackles, melding links, quick links, carbine hook, rope thimble, eyebolts, round links, S hooks and spring pins. A particular attention is given to the treatments of these products, to guarantee the best resistance in environments with aggressive atmosphere and with the presence of salt mist .All these chains can be supplied in stainless steel or in steel with different finishing: self-color, hot dip galvanized, electrogalvanized, polished.

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CIMOLAI TECHNOLOGY



Cimolai Technology Spa is specialized in the supply of customized lifting and handling equipment.

The company produces mobile boat hoists ranging from 30t to 2000 t diesel and full electric, ship lifting platforms "cimolift" to launch and dry-dock huge vessels and special cranes to move. lift and turn ship blocks.

The wide range of Cimolai Technology's products includes self-propelled modular trailers spmt and transfer systems to support the "cimolift" or used independently to perform the transportation and parking operations of the vessels within the shipyards.

The company supplies 100% made in Italy products, taking care of the design, the manufacture, the installation and the after-sale assistance / maintenance activities.

The know-how of the company and the experience accrued over the years, allow Cimolai Technology to be a worldwide ideal partner for the supply of equipment required by shipyards, marinas and ports.



EUTHALIA SRL



Euthalia Marine is part of Euthalia, the new benchmark company for consultancy, installation and the marketing of Ingelva systems protecting against lightning and power surges. Ingelva has for 70 years been a brand leader at the international level and a synonym of safety and innovation in the residential, company, commercial and public fields.

Owing to this patented technology, boats can also be protected preventively against lightning and surges to ensure the safety of people, the boat, and the systems on board.

Studying the features of the hull, materials and systems on board, we provide the boats with a customized solution that ensures complete and preventive protection.

The Euthalia Marine lightning protection system developed with Ingelva technology, reduces the probability that the boat will be hit by atmospheric discharge, avoiding drawing lightning upon itself. A very different approach from the traditional ones that attract it and dump it on the ground, trying only to contain the damage.

With our preventive technology we protect your sailboat or motor boat, ship or yacht, from: direct downward lightning with lightning conductors and air filters, products of the ENERG1CA® line; from upward lightning, indirect lightning and power surges coming from energy inputs, with high impedance ground (or sea) filter and Surge Protector Devices (SPD), products of the ARMON1CA® line.

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FIDEMA GROUP SRL



Fidema Group srl is an engineering and manufacturing company that has been active for more than 30 years in the cruise and yachting market.

We provide customized solutions in the hydraulics moving systems field: cranes, moving platforms, lifting systems, ladders, stairs and passerelles. We manufacture single AISI 316L stainless steel components such as gas springs, hydraulic actuators and valves, hinges and handling systems.

Furthermore, the Fidema 3D printing unit is specialized in the design and production of tailor-made polymer components for new constructions and refitting, this technology allows the components weight reduction, very quick production time and cost savings.

Fidema Group engineering unit can provide a wide range of services that goes from the feasibility study to the construction drawings passing through the FEM analysis and structural calculation.

HVAC plants dimensioning and optimization is also an available service together with coordination plans and system calibration.



HIGH TECH MARINE SRL



HTM High Tech Marine is an Italian Company specialized in design and production of totally customized boats.

HTM is not the typical shipyard, but its activity can be absolutely defined as a tailoring of custom boats.

We collect the owner's ideas, tastes and needs and we give life to his project, making his dream come true.

Our boats are exclusively MADE IN ITALY with innovative technologies and topquality materials.

HTM was initially born for the construction of custom tenders for mega and giga yachts, to expand then its production to Solas LY3 Tenders and at a later time to rescue boats, thanks to the quality and comfort HTM is able to offer.

Our exclusivity in luxury and made in Italy offer, the attention to the customer, the care put in every detail, let us supply unique pieces in different parts of the world.



INGEMAR SRL



Ingemar was established in 1979 in Milan, Italy, with the specific aim of specialising in optimising layout designs for marinas and supplying floating structures and accessories for recreational yacht moorings. Standard production consists of a large range of pontoons and floating breakwaters, fixed guays and service distribution pedestals.

The company's involvement may vary from simply supplying structures to turn-key customized projects for significant and complex assignments. Ingemar floating structures are reliable, robust and functional: as safe as fixed construction, but more economical and easy to install and relocate. Ingemar's prefabricated techniques have also been adopted for interesting applications with excellent results both in quality and for speed of construction and installation.

Today the Ingemar Group is one of the international sector's leaders, able to tackle all issues relating to the construction and installation of floating structures, moorings and harbour services, performing the role of qualified technical partner and reliable supplier.



ITALIA YACHTS SRL



Italia Yachts shipyard

Italia Yachts is a totally Made in Italy brand, highly appreciated and internationally known for its sailboats and now also motor boats, between 34 and 55 feet. Italia Yachts is constantly looking for innovative solutions to improve navigation and comfort, aiming for a result that goes far beyond aesthetics. The brand focuses on design and style to offer the best quality of life on board.

IY 43 veloce

It is a day cruiser-walk around a boat of extreme character where safety, comfort, and practicality ensure full enjoyment, whatever its use: for a day at sea with friends from Bahrain to Oman .

Extraordinarily versatile and transforming, with opening terraces on either side of the cockpit, the fast IY 43 veloce offers space and livability, usually available on larger boats.



MAGICOTEX SRL



Magicotex is a company with the headquarters near Bologna, that sells eco-leather, fabrics and accessories for the furnishing and marine industry.

We are the official distributor of Tempotest-Parà and of the most famous brands as regards eco-leather and nautical accessories.

Thanks to the great versatility that distinguishes us, we work with small artisans and upholsterers but also with big living room factories and shipyards, guaranteeing excellent quality products with high technical specifications.

The products we offer are all available in our warehouse, which allows us to serve our customers quickly.

Magicotex, works every day to satisfy all the customer's needs, with an efficient sales department and many agents all over Italy.

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MagicoTex

Magicotex srl

MARINA DI LOANO SPA



Marina di Loano is in Liguria, northwestern Italy, in the heart of Ponente Riviera.

It is a modern tourist port providing safety and comfort for those arriving from the sea, with almost 1000 berths up to 77 meters in a very protected, imposing breakwater, but easily accessible port with bars and restaurants and a 16,000 mg beach to meet all the needs of sailors and tourists.

The Superyachts Area in Marina di Loano is well-equipped to accommodate large superyachts of up to 77 meters, providing hospitality and dedicated services with 45 moorings reserved for large vessels of which 5 are equipped with fingers for yachts from 64 to 77 meters.

The port is equipped with a Yacht Club, a fuel station and a high pressure sewage pumping system Marina di Loano has obtained the prestigious European Blue Flag: recognition that certifies the attention we pay to environmental themes.





Microtem is an Italian company specializing in the design and manufacture of mechanical seals and sealing systems for naval, industrial, military, energy and Oil & Gas applications.

The production range includes component seals, cartridge seals (single and double) for general, special and heavy duty applications and even specially designed sealing systems for applications on complex rotary machines or special propulsion.

Our range of propeller shaft mechanical seals is the widest on the market today and it has allowed us to become a leader in the Yacht, Mega Yacht and marine market.

We believe in technology and, in accordance with this principle, we are constantly looking for products which guarantee high quality standards.



MORESCHI INDUSTRIAL DOOR



MORESCHI INDUSTRIAL DOOR is an Italian manufacturer of industrial doors. We design, we produce and install big dimensions industrial doors for shipyards (folding, sliding, glazed doors).

Among our products you can also find high-speed doors intended for various industrial sectors such as pharmaceutical, biotechnology, medical, cosmetics, electronics, aerospace as well as Clean ORS high-speed doors for environments where low oxygen reduction is required.

All our products are manufactured according to the requirements of our customers, they are CE certified and meet the highest quality standards in force in international markets. The company was founded in 1967 and has 7,000 square meters used as a production area in the province of Bergamo.

Moreschi has already been present for several years on international markets. Our mission is to make products that are easy to use, solve our customers' problems and meet the needs of a constant development market.



Stand No. 312

NAVISYSTEM MARINE ELECTRONICS



Navisystem is the leading Italian company in design and production of marine satellite antennas for any kind of vessel/ship since 1993.

Choosing Navisystem you can have your customized antennas, from the painted radome to the choice of the services you want we built in. In this way you can have up to three services (TV, Internet, Meteosat, DTTV) with only one antenna. Our systems are 100% programmable with up to 12 satellites.

We offer a "Remote Assistance Service" to all our customers that allow us to connect to all the antennas and check them from our laboratories in case of any kind of problem.

New SK models are the last antennas we presented in the market, with innovative characteristics, and renewed features, with the same 100% Italian certification mark. This new system works with a Navisystem APP on Smartphone and Tablets.

Sail with made in Italy technology!



PMP DI OLGIATI GIUSEPPE



Powerful and handy tugs for boats, caravans and trailers in general. Excellent for launching and hauling boats through the winch.



POLIPLAST DANGELO SRL



For 60 years working with marine equipment, furniture, upholstery suppliers, covering materials, Poliplast Dangelo is one of the leading companies for marine fabrics.

High specialized products for boat industries, architects, upholsteries for interior/ exterior of the yachts, canopies and coverings.

More than 150 items and 6.000 colors, similar leathers for indoor and outdoor, acrylic for outdoor, and this year launching the first BIO product for interiors, vegan and cruelty free with natural fibers.



PRODITAL ITALIA SRL



Prodital Leather is an Italian manufacturer of high-quality leather and leather goods for residential, hospitality and maritime applications. Our headquarters is located in Veneto, the land of Venice, and more specifically in Arzignano's leather district, recently entitled "Capital of leather".

We provide an array of over 1.000 solutions for any circumstance: embossed, waxed, metallic leather etc.; moreover, we can customize patterns, shades and finishes according to a client's needs. We are also in the business of fully realized products, like leather walls, leather paintings and bespoke projects.

Our production has been awarded with ISO certification 14001 for environmental management, UNI EN 16484 for the "Made in Italy" authentication and ISO 9001 for quality management. Moreover, many of our lines have been awarded the IMO B+D certification.

Our products are selected by world-renowned architects and interior designers that choose to bestow their environments with a typically Italian style. Our latest product is the groundbreaking Vespucci: a highly- performing leather for outdoor use.



RAZETO & CASARETO SPA



Since the foundation in 1920 F.lli Razeto e Casareto S.p.a. designs and makes exclusive marine locks, doors' and cabinets' accessories, with special consideration to designers' and boat owners' needs.

Well known for its stylish and artistic products, the Italian manufacturer has celebrated its 100th anniversary with a very modern product called Quadra5led.

Designer Giangi Razeto describes the Innovation as a smart integrated access system with "luminous antimicrobial handles, providing safety with an eye to beauty." Quadraled handles light up in critical conditions to address passengers to safe escape routes and can be used as a luminous signage on the door to give emergency or management information.

Quadraled also features esi antimicrobial system whose effectiveness against bacteria, fungi and viruses (CoronaVirus included) has been found and certified by the virology Lab of the University of Modena and Reggio Emilia, Siena and Genova, in compliance with RINA's additional note of Class Biosafe Ship, in reference with high utilization rate surfaces.

This is an excellent combination of opportunities to introduce in the Gulf regions the new lines of antimicrobial handles and the new smart integrated access system with luminous handles that lend themselves not only to use in the marine environment but also in the furnishing sector of public and private interiors.



SACE COMPONENTS SRL



The sustainable alternative to teak. Marinecork is the innovative solution for decking entirely cork boats with unique technical performances such as:

- Lightness
- Mechanical resistance
- Non-slip
- Stain resistant

- Longevity
- Fire resistant
- · It's heat insulating
- · It's soundproofing

Sustainability. MarineCork is a product with a marked green attitude. Cork is a 100% natural material, recyclable and does not require the plant to be cut down. It is obtained from the simple decorticum of the bark which reproduces numerous times during the life cycle of the cork oak.

Easy to install. Marinecork can be installed to embellish or make life on deck more comfortable, in a very simple way, thanks to the different types of purchase. The material can be supplied in slats or panels with a maximum size of 300x90 cm, already equipped with comments (black, white or gray). Alternatively, they can be ordered on a template, already complete with frames, ready to glue.



SAIM SPA



Founded in 1951, SAIM S.p.A. became a reference point in the supply of large Italian automotive groups as well as several companies in the marine and industrial sector.

SAIM has always associated top-level products with first-class service and a trained service network in the whole area, with the mission of being a reliable partner for its customers.

SAIM Marine, one of SAIM Business Units, was born in 1993, just before the Italian shipbuilding industry was booming.

Today SAIM Marine imports and distributes high-tech equipment to the most famous shipyards. Its products and services are targeted both to pleasure crafts and to professional boats.

SAIM Marine supports the shipyards in the projects development and has a direct service network along the coasts of Italy, Europe and all over the world.

QS Seamaster and Waveless are the two brands, among those distributed by SAIM, which will be exhibited at Dubai Boat Show 2023.



SANGUINETI CHIAVARI SRL



Sanguineti Chiavari is the world leader in the design and manufacturing of nautical products for yachts, pleasure and patrol boats.

Our staff consists of more than thirty people specialized in various sectors: commercial, technical and mechanical. A complete internal management and processing of the product, from the raw material to the final delivery to the customer.

The quality, the attention to details and the possibility to make each product "custom", represent our trademark. The customer who chooses Sanguineti Chiavari relies on the experience of designers and craftsmen who follow each stage of production, creating unique products and not just simple objects.

The use of an advanced technology and craftsmanship enables Sanguineti Chiavari to manufacture: gangways, ladders, tender handlings, handlings (light masts, platform and balcony, hard top, hatch and aft doors), deck equipment, furniture line.



SCHIAVETTI ENZO SAS DI E. SCHIAVETTI & C.



Schiavetti's company was founded in 1870 and it soon specialized in the manufacturing of hardware accessories, for the Cruise Line and Marine industry: we have now reached the fourth generation, still working in the naval and marine field.

Our product range varies from locks and hinges to coat hooks and many other items, all made of stainless steel and brass.

A strengthened partnership with important brands, together with our long experience, completes our selection of products.

Soliavetti Enzo

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SELEKT MARINE



Tribale Yachts specialize in building unique and innovative crossover yachts: vessels that give you the freedom and range to explore remote regions of the world, without compromising on comfort or style.

Designed and constructed in Italy, Tribale Yachts integrate the strength and autonomy of explorer or expedition yachts with the sculptural lines and elegant design of traditional flybridge motor yachts.

Tribale Yachts' range of crossover yachts is built to handle rough seas and engineered for optimal fuel efficiency, enabling long-distance cruising.

Large enough to accommodate owners, guests and crew comfortably, yet small enough to access secluded bays and ports, these yachts embody the spirit of adventure.

Inside, the sophisticated, expertly-designed interiors ensure absolute comfort and an unparalleled lifestyle at sea. Generous volumes and a carefully considered configuration create spacious, flowing interiors filled with natural light.





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